

1 a promotion?

2 A. There's an agreed-upon budget that
3 Mr. Thompson and Mr. Lokting review that include
4 marketing expense items and some level of detail
5 as to how they're broken out; for example, public
6 relations, advertising, support for
7 distribution. And they approve those budgets.

8 Q. Where are the budgets derived or are
9 they written?

10 A. The Wilmington management team provides
11 a recommendation which is reviewed by myself,
12 Ms. Hillman, and the capital area, the head of
13 engineering.

14 Q. Is it the Wilmington team then that
15 puts together the budget proposal?

16 A. They pull together the budget
17 proposal. There's a review process which myself
18 and Ms. Hillman take a look at it. In some cases
19 there are changes based on what we feel the
20 market can produce, the market conditions, and
21 then it is sent to Mr. Thompson and Mr. Lokting
22 for their review.

23 Q. So is your input into the budget
24 reviewing initially what the Wilmington team put
25 together?

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1 A. Yes.

2 Q. So any promotions or sales that will be
3 run out of the Atlantic City office would have
4 really been preapproved by Mr. Thompson because
5 he would have approved the budget?

6 A. Yes.

7 Q. Do you have any check signing authority
8 for expenses incurred relating to the Atlantic
9 City system?

10 A. Signing authority?

11 Q. Signing authority.

12 A. No.

13 Q. Do you have any authority to approve
14 expenses incurred for the Atlantic City system?

15 A. If it falls within the budget, but I
16 generally don't evaluate the day-to-day
17 operations.

18 Q. We were just discussing the budget a
19 moment ago. Do you know if there's any mechanism
20 in place of what happens when the budget is
21 exceeded?

22 A. Exceeded as in expense?

23 Q. As in expense.

24 A. Well, there's a regular review process
25 of which, if there's an issue in sales and/or

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1 expense, then they will ask questions as to the
2 performance and ask for recommendations on what
3 can be done to either correct it or continue to
4 improve before the difference is a positive one.

5 Q. And you were saying they ask questions,
6 who is they?

7 A. Mr. Thompson and Mr. Lokting.

8 Q. So they are involved with the review
9 process of the budget throughout the year and not
10 just the annual budgets?

11 A. Yes.

12 Q. How is it that they become involved?

13 A. During our meetings we provide
14 quarterly status reports on how we're doing in
15 the major areas of the business, sales, revenue,
16 expenses, and cash flow.

17 MR. WEBER: I would like to have this
18 marked as Watson Exhibit 1. This is a one-page
19 memo dated March 24, 1992, with the Bates stamp
20 AM 144944.

21 (Watson Exhibit No. 1 was
22 marked for identification.)

23 BY MR. WEBER:

24 Q. Do you recognize this memo?

25 A. Yes.

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1 Q. Did you prepare it?

2 A. Yes.

3 Q. Why did you prepare this?

4 A. I was new, I wanted to introduce myself
5 to Mr. Lokting so they knew that there was a
6 replacement for the previous person that they
7 were in touch with in marketing and sales.

8 Q. You mention that you gave a brief
9 description of Comcast Cellular organization
10 changes. What were the changes?

11 A. The fact that Comcast had completed the
12 acquisition in Philadelphia, Metrophone, and the
13 fact that I would be switching from Metrophone to
14 overall Comcast Cellular.

15 Q. What were the dealer agreements you
16 recommended here, if you can recall?

17 A. I can't recall the specific
18 agreements. I believe it was just a general
19 discussion on process for getting approval for
20 the standard agreements.

21 Q. Can you recall what Mr. Lokting would
22 have told you about the need to get approval?

23 A. Send the signed documents to their
24 attention. And, if it's a standard agreement,
25 then they generally would approve it.

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1 Q. Previously you discussed the matter
2 when United States Cellular was selling their
3 subscribers to Mr. Thompson. Did you play any
4 role in the negotiations between Mr. Thompson and
5 United States Cellular?

6 A. Yes.

7 Q. What was your role?

8 A. Mr. Thompson and Mr. Lokting asked me
9 to make a recommendation on the value of these
10 subscribers and whether or not it was a good
11 business decision to move forward with the
12 purchase and acquisition of these subscribers
13 and, if so, make a specific recommendation as to
14 the range that would be appropriate to pay based
15 on their value at the time.

16 Q. Did you have any discussions with
17 anybody at USCC about the purchase of the
18 subscribers?

19 A. Once I was given approval to proceed
20 with negotiations by Mr. Thompson and
21 Mr. Lokting, then I did proceed with the
22 appropriate contact.

23 Q. Can you recall who you spoke with at
24 United States Cellular?

25 A. Yes, Dan Croft.

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1 Q. Did anybody else participate in these
2 discussions?

3 A. Yes, Anna Hillman.

4 Q. At what point did Mr. Lokting and
5 Mr. Thompson become involved in these
6 discussions?

7 A. Based on our recommendation that we had
8 felt it made good business sense to purchase
9 these customers, then we discussed a range of
10 cost per subscriber which they wanted us to
11 negotiate for. And we gained approval prior to
12 the negotiation process.

13 Q. There didn't come a time where they
14 became reinvolved?

15 A. Yes. We were at a point where there
16 was some specific areas, such as the chargeback
17 time period of which we purchased these
18 customers, then we would look to United States
19 Cellular to guarantee that they would stay on the
20 system. And I called to brief Mr. Thompson and
21 Mr. Lokting what was going on and asked their
22 approval for us to proceed given United States
23 Cellular's request.

24 Q. And did they give their approval?

25 A. Yes.

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1 Q. Can you recall if the matter with U.S.
2 Cellular was ever discussed in any of the
3 quarterly meetings?

4 A. Yes.

5 Q. Did it initiate in a quarterly meeting
6 and then continue through conversations
7 thereafter?

8 A. I can't recall.

9 MR. WEBER: I'd like to have this
10 marked as Watson Exhibit 2. It is a one-page
11 memo dated May 28, 1993, with the Bates stamp AM
12 144500.

13 (Watson Exhibit No. 2 was
14 marked for identification.)

15 BY MR. WEBER:

16 Q. Do you recognize this memo, sir?

17 A. Yes.

18 Q. Did you receive it from Mr. Butz?

19 A. Yes.

20 Q. Who is Mr. Butz?

21 A. Mr. Butz is a direct report of mine in
22 charge of the area business development.

23 Q. What did you do upon receiving it?

24 A. Reviewed it, took a look at the
25 business plan, the financial analysis that was

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1 attached, made sure that it was correct in the
2 assumptions that were made, then forwarded it to
3 Mr. Thompson and Mr. Lokting.

4 Q. Prior to this point, had you ever
5 discussed with Mr. Butz that a plan cannot be
6 adopted in Atlantic City without Mr. Thompson's
7 prior approval?

8 A. Yes.

9 Q. When he sent you this proposal, do you
10 know if he then wanted your review and then to
11 forward it on to Mr. Thompson?

12 A. Yes.

13 Q. Was this proposal actually then put
14 before Mr. Thompson?

15 A. Yes.

16 Q. Was it you that presented it to
17 Mr. Thompson?

18 A. I believe this is a case where we sent
19 it to him and then we had discussion either by
20 telephone or at one of our meetings.

21 Q. Can you recall what was said in those
22 discussions?

23 A. They were very interested in this
24 opportunity and wanted to know the timing, how
25 soon we could get it out to market based on the

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1 positive cash flow that it would generate.

2 Q. So Mr. Thompson approved of this?

3 A. Yes.

4 Q. Do the other Comcast markets offer this
5 same service?

6 A. Yes.

7 Q. Were they offering this service prior
8 to the Atlantic City market being able to offer
9 this service?

10 A. There was a phased rollout, yes.
11 Philadelphia was the first market to offer it.

12 Q. Was Atlantic City the last of the
13 markets?

14 A. I can't recall.

15 Q. Can you explain what your role is in
16 determining the cellular rates for Comcast in
17 general right now?

18 A. I think it's to evaluate the
19 competitive nature of the marketplace, to look to
20 maximize the pricing opportunity in the
21 marketplace, and put forward recommendations to
22 Mr. Thompson and Mr. Lokting, if required, to
23 make changes.

24 Q. Is the only difference between the way
25 you propose rates for Atlantic City and propose

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1 rates for another Comcast market the fact that
2 you have to go before Mr. Thompson with Atlantic
3 City?

4 A. There are some competitive differences
5 in every market. And we look at each market
6 differently, but Atlantic City is different in
7 that we cannot make pricing changes without
8 approval from Mr. Thompson.

9 MR. WEBER: I'd like to have this
10 marked as Watson Exhibit 3. It's a one-page
11 letter with attachments dated June 23, 1993, with
12 Bates stamps running AM 143779 sequentially
13 through 143785.

14 (Watson Exhibit No. 3 was
15 marked for identification.)

16 BY MR. WEBER:

17 Q. Do you recognize this letter and the
18 attachments?

19 A. Yes.

20 Q. Did you send this letter to
21 Mr. Lokting?

22 A. Yes.

23 Q. And did the attachment go with the
24 letter?

25 A. Yes.

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1 Q. Who is Joan LoPrete?

2 A. At the time she was the director of
3 marketing and sales for the Wilmington -- local
4 Wilmington management team.

5 Q. Was there any interaction between you
6 and either Mr. Lokting or Mr. Thompson on the
7 recommended new rate plan?

8 A. I believe, at one of the quarterly
9 meetings, they asked questions as to the
10 competitive nature, why was there a need for a
11 change, and we described the competitive
12 condition that existed.

13 Q. Would this letter have gone out then
14 before a quarterly meeting?

15 A. I believe so.

16 Q. And what were Mr. Lokting and
17 Mr. Thompson told about the competitive nature of
18 the market?

19 A. A competitor had introduced new
20 corporate pricing into the marketplace and we
21 were not competitive.

22 Q. What did either Mr. Thompson or
23 Mr. Lokting have to say about that?

24 A. They wanted to verify the pricing from
25 our competitor which we did and based on that

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1 they approved it, the pricing proposal.

2 Q. Have they ever rejected a rate plan
3 that you proposed?

4 A. It hasn't happened that often. So, on
5 a couple of occasions that we've done it, no.

6 Q. Currently the Atlantic City system has
7 a different rate plan than the other Comcast
8 markets in that same geographical area?

9 A. I'm not quite sure what you mean.

10 Q. Do Atlantic City and Wilmington have
11 different rate plans?

12 A. Yes.

13 Q. Do Atlantic City and Dover have
14 different rate plans?

15 A. Yes.

16 Q. Do Atlantic City and Philadelphia have
17 different rate plans?

18 A. Yes.

19 Q. Do Atlantic City and Mercer have
20 different rate plans?

21 A. Yes.

22 Q. I'm missing a Comcast market in that
23 area.

24 MR. GURMAN: Long Branch.

25 BY MR. WEBER:

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1 Q. Do Atlantic City and Long Branch have
2 different plans?

3 A. Yes.

4 Q. Do any of those Comcast markets we've
5 just named, Wilmington, Dover, Philadelphia,
6 Mercer, Long Branch, do any of them have
7 identical rate plans?

8 A. There's a wide variety of rate plans.
9 There probably are a couple that are similar
10 within the Philadelphia, Wilmington, Atlantic
11 City area due to the fact there's a common
12 competitor in that region.

13 Q. Do you have any input into the
14 developing of roaming rates?

15 A. Roaming rates to the end user?

16 Q. Yes, to the roamer and the market.
17 When a foreign subscriber is going through a
18 Comcast or the Atlantic City market, do you have
19 any input into the developing of what rates that
20 roamer will be charged?

21 A. No.

22 MR. GURMAN: Could we go off the record
23 for a moment.

24 (Discussion off the record.)

25 MR. WEBER: Back on the record.

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1 BY MR. WEBER:

2 Q. Once again, on Watson Exhibit 3, you
3 state in the first sentence that the Wilmington
4 management team has recommended a pricing change
5 in the Atlantic City market. Can you tell us why
6 the Wilmington team is proposing changes for
7 Atlantic City?

8 A. I asked them to prepare this based on
9 their information to me that there was a new
10 competitive offering in the marketplace.

11 MR. WEBER: I'd like to have this
12 marked as Watson Exhibit 4. It is a five-page
13 document with a cover letter dated July 6, 1994,
14 with an attached letter with Bates stamps running
15 143699 sequentially through 143703.

16 (Watson Exhibit No. 4 was
17 marked for identification.)

18 BY MR. WEBER:

19 Q. Do you recognize this letter and the
20 attachments?

21 A. Yes.

22 Q. Did you receive it from Mr. Lokting?

23 A. Yes.

24 Q. Did you send the attached letter to
25 Mr. Thompson through Mr. Lokting?

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A. Yes.

2 Q. Was there any other interaction or
3 discussions between you and either Mr. Lokting or
4 Mr. Thompson regarding the recommended new rate
5 plan?

6 A. I believe there was a phone call
7 between Mr. Lokting and myself.

8 Q. Can you recall what was discussed?

9 A. The genesis for the new rate plan was
10 we were selling more corporate plans than we
11 intended and we were seeking to find ways to
12 increase revenue on a per subscriber basis. And
13 we asked the Wilmington management team to put
14 forward a recommendation that could achieve
15 that. And they put together a recommendation and
16 I thought it had merit and would give us the
17 opportunity to increase revenue and thus
18 forwarded it to Mr. Thompson and Mr. Lokting.

19 Q. Can you recall any comments Mr. Lokting
20 had?

21 A. I believe he was asking about the
22 detail of the types of features that would be
23 included and just asking for more description of
24 the offer.

25 Q. Is there a reason why you are the

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1 person who was in contact with Mr. Lokting and
2 not somebody from the Wilmington team if the
3 Wilmington team is the team revising new rates?

4 A. I believe just trying to keep it as
5 simple as possible the number of people keeping
6 in touch and presenting ideas.

7 MR. WEBER: I'd like to have this
8 marked as Watson Exhibit 5. It's a one-page memo
9 with attachment dated December 2, 1993, with
10 Bates stamps AM 145659 and 145660.

11 (Watson Exhibit No. 5 was
12 marked for identification.)

13 BY MR. WEBER:

14 Q. Do you recognize this memo?

15 A. Yes.

16 Q. Did you receive it from Mr. Villecco?

17 A. Yes.

18 Q. Did you take any action after receiving
19 it?

20 A. I drafted a -- I believe a request to
21 Mr. Lokting and Mr. Thompson asking for
22 reconsideration of additional cell sites given
23 the changing nature of the marketplace.

24 Q. And did you then send that letter to
25 Mr. Lokting and Mr. Thompson?

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1 A. Yes.

2 Q. And then what occurred?

3 A. They approved it.

4 Q. Has Mr. Thompson ever rejected a
5 proposal you have put in front of him? We
6 mentioned rate proposals previously, but just
7 proposals in general?

8 A. They've rejected capital proposals,
9 yes.

10 Q. Can you give us examples or describe
11 this more fully?

12 A. Well, this was a good one. In this
13 example we wanted to -- we put forward a
14 recommendation for a capital build. And at the
15 meeting they rejected our recommendation and
16 wanted to build less than our recommendation. So
17 I saw the changing nature of the marketplace, we
18 were beginning to sell dramatically more
19 portables than before that obviously are less
20 powerful than mobile units.

21 This was happening on a region-wide
22 basis; New York, where we get a lot of our
23 foreign roaming business, the same thing was
24 happening. And I strongly felt our competitive
25 position was in jeopardy because of the grade of

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1 service that we were providing. So, thus, I
2 wrote the letter to Mr. Lokting and Mr. Thompson.

3 MR. WEBER: Thank you, sir, I have no
4 further questions.

5 MR. GURMAN: I have no questions.

6 (Thereupon, at 3:15 p.m., the taking of
7 the instant deposition ceased.)

8
9 

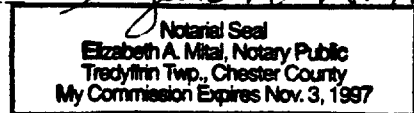
10 Signature of the Witness

11
12 SUBSCRIBED AND SWORN to before me this 16th

13 day of

14 June 16, 1995

19



17 NOTARY PUBLIC

18 My Commission Expires

19
20
21
22
23
24
25

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TO: Art Block

DATE: March 24, 1992

FROM: Dave Watson

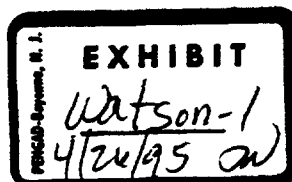
COPIES TO:

SUBJECT: March 24, 1992 Conversation with David Lokting

The following represents a conversation which was held with David Lokting on March 24, 1992, at 3:00 p.m.

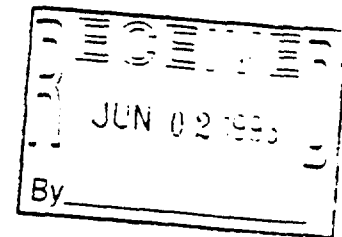
- Introduced myself and gave a brief description of Comcast Cellular organization changes.
- Described dealer agreements recommended by local Atlantic City management.
- Told Lokting that I would forward these agreements to his attention for their review.

Watson\memo1.sj



AM 144944

May 28, 1993



To: A. Hillman
D. Watson

cc: R. Dombroski
M. Gladding
J. Smith

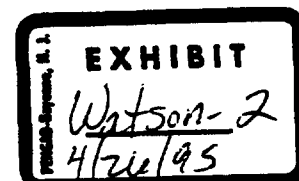
From: G. Butz *GRB*

.Re: Directory Assistance Business - Atlantic City

Attached is the business case analysis of the "* 411" Directory Assistance service for Atlantic City. As reflected in the attached financial analysis, the service is expected to generate positive operating cashflow in 1993 as well as all subsequent years. Therefore, we are recommending deployment of the service. I have outlined a few of the major points below as well as included a more detailed description of the service and financial projections.

The service is superior to the competitive offering and provides for substantial product differentiation. The cost for the directory assistance information will be slightly higher than the current rate paid to Bell Atlantic. However, the partnership will provide an enhanced service, the software provides greater functionality and customers will be directly connected at no additional fee.

Comcast will be providing the service. By bringing the directory assistance service in-house, everyone will experience a positive impact financially.



AM 144500

Comcast Cellular
Communications, Inc.
480 East Swedesford Road
Wayne, PA 19087-1867
215 975-5000

FILE



June 23, 1993

David Lokting, Esq.
Stoll, Stoll, Berne & Lokting
209 SW Oak Street, Suite 500
Portland, OR 97204

Dear David:

The Wilmington management team has recommended a pricing change in the Atlantic City market. They are proposing to create a new corporate rate that would be competitive with BAMS and would protect them from low usage customer segments.

The proposed plan is presented in the second page of their request. The proposed plan would have a per phone access charge of \$19.95 and would include some peak and off-peak minutes (30/30). Given the competitive issue and the low usage protection, I feel the proposed plan is a necessary addition to the Atlantic City rate structure.

If you have any questions, feel free to call me or just initial your approval and send back to my attention.

Sincerely,

A handwritten signature in cursive script that reads 'David N. Watson'.

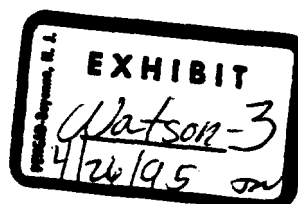
David N. Watson
Vice President
Marketing & Sales

DNW/rb

Enclosure

cc: Jeff Smith
Anna Hillman

Ellis Thompson Corp.



AM 143779

COMCAST
CELLULAR ONE

Boulden Interchange Park
18 Boulden Circle, Suite 24
New Castle, Delaware 19720
302) 328-4400
FAX (302) 328-6060

To: Dave Watson
From: Joan LoPrete *JL*
Date: June 16, 1993
Subject: **Ultra Plan Rate Change**

Due to the amount of financial exposure we have with the Ultra Plan at low usage levels, we are proposing the replacement of the Ultra Plan with three new plans. Two plans will be for the Wilmington/Dover markets and the third plan will be for Atlantic City.

Please review the attached analysis and provide comments and/or approval for Wilmington/Dover and obtain approval from Ellis Thompson. Contact me if you have questions.

Wilmington/Dover Plan 1	Current Ultra Plan	BAMS Plan	Proposed Plan
Account Access	\$120	\$125	\$125
Phone Access	N/A	\$19.95	\$19.95
Peak Rate	39¢	35¢	36¢
Off-Peak Rate	24¢	19¢	16¢
Free Peak MOU's	N/A	50	50
Free Off-Peak MOU's	N/A	15	15

The proposed plan is the same as Metrophone's Professional Plan, allowing us to accomplish the following:

1. Generate up to 291% more revenue at low usage levels.
2. Generate revenue consistent with BAMS at all usage levels.
3. Generate 5.7% more revenue monthly from current Ultra Plan subscribers.
4. Attain an additional level of continuity between Comcast Cellular One markets for the benefit of a Corporate account.

AM 143780

To: Dave Watson - From: Joan LoPrete
 Date: June 6, 1993 - page 2

Wilmington/Dover Plan 2	Current Plan	BAMS Plan	Proposed Plan
Account Access	N/A	\$250	\$250
Phone Access	N/A	\$19.95	\$19.95
Peak Rate	N/A	32¢	33¢
Off-Peak Rate	N/A	16¢	15¢
Free Peak MOU's	N/A	60	60
Free Off-Peak MOU's	N/A	20	25

We do not currently have a plan that matches BAMS' Annual Corporate Account Plan II. The proposed plan is the same as Metrophone's Capital Plan allowing us to remain competitive and maintain consistency between Comcast Cellular One Corporate account offerings.

Atlantic City Plan 3	Current Ultra Plan	BAMS Plan	Proposed Plan
Account Access	\$120	\$120	\$120
Phone Access	N/A	\$19.95	\$19.95
Peak Rate	39¢	35¢	36¢
Off-Peak Rate	24¢	22¢	16¢
Free Peak MOU's	N/A	30	30
Free Off-Peak MOU's	N/A	30	30

BAMS only has one annual Corporate Account Plan in Atlantic City, and it is different than their Philadelphia/Delaware pricing. The proposed plan is a combination of Metrophone and BAMS' rates, allowing us to accomplish the following:

1. Generate 18% more revenue at the average 90 MOU level than if we matched Metrophone's Professional Plan in Atlantic City.
2. Generate up to 288% more revenue at low usage levels.
3. Generate revenue consistent with BAMS at all usage levels.
4. Attain some level of continuity with Metrophone and Wilmington/Dover by offering the same peak and off-peak rates.

cc: Charles Moir
 Anna Hillman
 John Moerman

AM 143781

LEAD RATE RATE ANALYSIS
10 - JUN - 83

MONTHLY SERVICE	NETRO	% GROSS	% C-1	NETRO	ROYAL	NETRO	% GROSS	% C-1	NETRO	ROYAL	NETRO	% GROSS	% C-1	NETRO	ROYAL
PEAK RATE	\$24.75	100%	20%	\$24.75	\$4,227	\$24.75	100%	20%	\$24.75	\$4,227	\$24.75	100%	20%	\$24.75	\$4,227
OFF PEAK RATE	\$0.35	100%	21%	\$0.35	\$4,227	\$0.35	100%	21%	\$0.35	\$4,227	\$0.35	100%	21%	\$0.35	\$4,227
FREE PEAK MON.	\$0.10	100%	14%	\$0.10	\$4,227	\$0.10	100%	14%	\$0.10	\$4,227	\$0.10	100%	14%	\$0.10	\$4,227
FREE OF MIN.	30	100%	14%	30	\$4,227	30	100%	14%	30	\$4,227	30	100%	14%	30	\$4,227
LABORICAL M-1 80%	\$0.12	100%	11%	\$0.12	\$4,227	\$0.12	100%	11%	\$0.12	\$4,227	\$0.12	100%	11%	\$0.12	\$4,227
(PHONES/NOOLAN)	25	100%	11%	25	\$4,227	25	100%	11%	25	\$4,227	25	100%	11%	25	\$4,227

MINUTES	NETRO	% GROSS	% C-1	NETRO	ROYAL	NETRO	% GROSS	% C-1	NETRO	ROYAL	NETRO	% GROSS	% C-1	NETRO	ROYAL
10	\$24.10	100%	20%	\$24.10	\$4,227	\$24.10	100%	20%	\$24.10	\$4,227	\$24.10	100%	20%	\$24.10	\$4,227
20	\$27.63	100%	21%	\$27.63	\$4,227	\$27.63	100%	21%	\$27.63	\$4,227	\$27.63	100%	21%	\$27.63	\$4,227
30	\$28.07	100%	14%	\$28.07	\$4,227	\$28.07	100%	14%	\$28.07	\$4,227	\$28.07	100%	14%	\$28.07	\$4,227
40	\$28.51	100%	14%	\$28.51	\$4,227	\$28.51	100%	14%	\$28.51	\$4,227	\$28.51	100%	14%	\$28.51	\$4,227
50	\$28.95	100%	11%	\$28.95	\$4,227	\$28.95	100%	11%	\$28.95	\$4,227	\$28.95	100%	11%	\$28.95	\$4,227
60	\$29.39	100%	11%	\$29.39	\$4,227	\$29.39	100%	11%	\$29.39	\$4,227	\$29.39	100%	11%	\$29.39	\$4,227
70	\$29.83	100%	11%	\$29.83	\$4,227	\$29.83	100%	11%	\$29.83	\$4,227	\$29.83	100%	11%	\$29.83	\$4,227
80	\$30.27	100%	11%	\$30.27	\$4,227	\$30.27	100%	11%	\$30.27	\$4,227	\$30.27	100%	11%	\$30.27	\$4,227
90	\$30.71	100%	11%	\$30.71	\$4,227	\$30.71	100%	11%	\$30.71	\$4,227	\$30.71	100%	11%	\$30.71	\$4,227
100	\$31.15	100%	11%	\$31.15	\$4,227	\$31.15	100%	11%	\$31.15	\$4,227	\$31.15	100%	11%	\$31.15	\$4,227
110	\$31.59	100%	11%	\$31.59	\$4,227	\$31.59	100%	11%	\$31.59	\$4,227	\$31.59	100%	11%	\$31.59	\$4,227
120	\$32.03	100%	11%	\$32.03	\$4,227	\$32.03	100%	11%	\$32.03	\$4,227	\$32.03	100%	11%	\$32.03	\$4,227
130	\$32.47	100%	11%	\$32.47	\$4,227	\$32.47	100%	11%	\$32.47	\$4,227	\$32.47	100%	11%	\$32.47	\$4,227
140	\$32.91	100%	11%	\$32.91	\$4,227	\$32.91	100%	11%	\$32.91	\$4,227	\$32.91	100%	11%	\$32.91	\$4,227
150	\$33.35	100%	11%	\$33.35	\$4,227	\$33.35	100%	11%	\$33.35	\$4,227	\$33.35	100%	11%	\$33.35	\$4,227
160	\$33.79	100%	11%	\$33.79	\$4,227	\$33.79	100%	11%	\$33.79	\$4,227	\$33.79	100%	11%	\$33.79	\$4,227
170	\$34.23	100%	11%	\$34.23	\$4,227	\$34.23	100%	11%	\$34.23	\$4,227	\$34.23	100%	11%	\$34.23	\$4,227
180	\$34.67	100%	11%	\$34.67	\$4,227	\$34.67	100%	11%	\$34.67	\$4,227	\$34.67	100%	11%	\$34.67	\$4,227
190	\$35.11	100%	11%	\$35.11	\$4,227	\$35.11	100%	11%	\$35.11	\$4,227	\$35.11	100%	11%	\$35.11	\$4,227
200	\$35.55	100%	11%	\$35.55	\$4,227	\$35.55	100%	11%	\$35.55	\$4,227	\$35.55	100%	11%	\$35.55	\$4,227
210	\$35.99	100%	11%	\$35.99	\$4,227	\$35.99	100%	11%	\$35.99	\$4,227	\$35.99	100%	11%	\$35.99	\$4,227
220	\$36.43	100%	11%	\$36.43	\$4,227	\$36.43	100%	11%	\$36.43	\$4,227	\$36.43	100%	11%	\$36.43	\$4,227
230	\$36.87	100%	11%	\$36.87	\$4,227	\$36.87	100%	11%	\$36.87	\$4,227	\$36.87	100%	11%	\$36.87	\$4,227
240	\$37.31	100%	11%	\$37.31	\$4,227	\$37.31	100%	11%	\$37.31	\$4,227	\$37.31	100%	11%	\$37.31	\$4,227
250	\$37.75	100%	11%	\$37.75	\$4,227	\$37.75	100%	11%	\$37.75	\$4,227	\$37.75	100%	11%	\$37.75	\$4,227
260	\$38.19	100%	11%	\$38.19	\$4,227	\$38.19	100%	11%	\$38.19	\$4,227	\$38.19	100%	11%	\$38.19	\$4,227
270	\$38.63	100%	11%	\$38.63	\$4,227	\$38.63	100%	11%	\$38.63	\$4,227	\$38.63	100%	11%	\$38.63	\$4,227
280	\$39.07	100%	11%	\$39.07	\$4,227	\$39.07	100%	11%	\$39.07	\$4,227	\$39.07	100%	11%	\$39.07	\$4,227
290	\$39.51	100%	11%	\$39.51	\$4,227	\$39.51	100%	11%	\$39.51	\$4,227	\$39.51	100%	11%	\$39.51	\$4,227
300	\$39.95	100%	11%	\$39.95	\$4,227	\$39.95	100%	11%	\$39.95	\$4,227	\$39.95	100%	11%	\$39.95	\$4,227
310	\$40.39	100%	11%	\$40.39	\$4,227	\$40.39	100%	11%	\$40.39	\$4,227	\$40.39	100%	11%	\$40.39	\$4,227
320	\$40.83	100%	11%	\$40.83	\$4,227	\$40.83	100%	11%	\$40.83	\$4,227	\$40.83	100%	11%	\$40.83	\$4,227
330	\$41.27	100%	11%	\$41.27	\$4,227	\$41.27	100%	11%	\$41.27	\$4,227	\$41.27	100%	11%	\$41.27	\$4,227
340	\$41.71	100%	11%	\$41.71	\$4,227	\$41.71	100%	11%	\$41.71	\$4,227	\$41.71	100%	11%	\$41.71	\$4,227
350	\$42.15	100%	11%	\$42.15	\$4,227	\$42.15	100%	11%	\$42.15	\$4,227	\$42.15	100%	11%	\$42.15	\$4,227
360	\$42.59	100%	11%	\$42.59	\$4,227	\$42.59	100%	11%	\$42.59	\$4,227	\$42.59	100%	11%	\$42.59	\$4,227
370	\$43.03	100%	11%	\$43.03	\$4,227	\$43.03	100%	11%	\$43.03	\$4,227	\$43.03	100%	11%	\$43.03	\$4,227
380	\$43.47	100%	11%	\$43.47	\$4,227	\$43.47	100%	11%	\$43.47	\$4,227	\$43.47	100%	11%	\$43.47	\$4,227
390	\$43.91	100%	11%	\$43.91	\$4,227	\$43.91	100%	11%	\$43.91	\$4,227	\$43.91	100%	11%	\$43.91	\$4,227
400	\$44.35	100%	11%	\$44.35	\$4,227	\$44.35	100%	11%	\$44.35	\$4,227	\$44.35	100%	11%	\$44.35	\$4,227
410	\$44.79	100%	11%	\$44.79	\$4,227	\$44.79	100%	11%	\$44.79	\$4,227	\$44.79	100%	11%	\$44.79	\$4,227
420	\$45.23	100%	11%	\$45.23	\$4,227	\$45.23	100%	11%	\$45.23	\$4,227	\$45.23	100%	11%	\$45.23	\$4,227
430	\$45.67	100%	11%	\$45.67	\$4,227	\$45.67	100%	11%	\$45.67	\$4,227	\$45.67	100%	11%	\$45.67	\$4,227
440	\$46.11	100%	11%	\$46.11	\$4,227	\$46.11	100%	11%	\$46.11	\$4,227	\$46.11	100%	11%	\$46.11	\$4,227
450	\$46.55	100%	11%	\$46.55	\$4,227	\$46.55	100%	11%	\$46.55	\$4,227	\$46.55	100%	11%	\$46.55	\$4,227
460	\$46.99	100%	11%	\$46.99	\$4,227	\$46.99	100%	11%	\$46.99	\$4,227	\$46.99	100%	11%	\$46.99	\$4,227
470	\$47.43	100%	11%	\$47.43	\$4,227	\$47.43	100%	11%	\$47.43	\$4,227	\$47.43	100%	11%	\$47.43	\$4,227
480	\$47.87	100%	11%	\$47.87	\$4,227	\$47.87	100%	11%	\$47.87	\$4,227	\$47.87	100%	11%	\$47.87	\$4,227
490	\$48.31	100%	11%	\$48.31	\$4,227	\$48.31	100%	11%	\$48.31	\$4,227	\$48.31	100%	11%	\$48.31	\$4,227
500	\$48.75	100%	11%	\$48.75	\$4,227	\$48.75	100%	11%	\$48.75	\$4,227	\$48.75	100%	11%	\$48.75	\$4,227

